This is a digital copy of a book that was preserved for generations on library shelves before it was carefully scanned by Google as part of a project to make the world's books discoverable online.

It has survived long enough for the copyright to expire and the book to enter the public domain. A public domain book is one that was never subject to copyright or whose legal copyright term has expired. Whether a book is in the public domain may vary country to country. Public domain books are our gateways to the past, representing a wealth of history, culture and knowledge that's often difficult to discover.

Marks, notations and other marginalia present in the original volume will appear in this file - a reminder of this book's long journey from the publisher to a library and finally to you.

Usage guidelines

Google is proud to partner with libraries to digitize public domain materials and make them widely accessible. Public domain books belong to the public and we are merely their custodians. Nevertheless, this work is expensive, so in order to keep providing this resource, we have taken steps to prevent abuse by commercial parties, including placing technical restrictions on automated querying.

We also ask that you:

+ *Make non-commercial use of the files* We designed Google Book Search for use by individuals, and we request that you use these files for personal, non-commercial purposes.

+ *Refrain from automated querying* Do not send automated queries of any sort to Google's system: If you are conducting research on machine translation, optical character recognition or other areas where access to a large amount of text is helpful, please contact us. We encourage the use of public domain materials for these purposes and may be able to help.

+ *Maintain attribution* The Google "watermark" you see on each file is essential for informing people about this project and helping them find additional materials through Google Book Search. Please do not remove it.

+ *Keep it legal* Whatever your use, remember that you are responsible for ensuring that what you are doing is legal. Do not assume that just because we believe a book is in the public domain for users in the United States, that the work is also in the public domain for users in other countries. Whether a book is still in copyright varies from country to country, and we can't offer guidance on whether any specific use of any specific book is allowed. Please do not assume that a book's appearance in Google Book Search means it can be used in any manner anywhere in the world. Copyright infringement liability can be quite severe.

About Google Book Search

Google's mission is to organize the world's information and to make it universally accessible and useful. Google Book Search helps readers discover the world's books while helping authors and publishers reach new audiences. You can search through the full text of this book on the web at `http://books.google.com/`

COUNTWAY LIBRARY
HC 1HMZ I

1952
T
906

Digitized by Google

BOSTON MEDICAL
OCT 23 1933
LIBRARY
t. 906

Digitized by Google

10 Volumes, 1039 pages

Digitized by Google

Digitized by Google

CHARACTER ANALYSIS BY THE OBSERVATIONAL METHOD

Digitized by Google

Digitized by Google

Character Analysis

BY THE

OBSERVATIONAL METHOD

KATHERINE M. H. BLACKFORD, M.D.

AUTHOR OF "THE JOB, THE MAN, THE BOSS" AND
"ANALYZING CHARACTER"

ARTHUR NEWCOMB, EDITOR

Lesson I—INTRODUCTION

Lesson II—COLOR

FIFTH EDITION

New York

INDEPENDENT CORPORATION

1920

Digitized by Google

Copyright 1914
By KATHERINE M. H. BLACKFORD, M.D.
New York.

Copyright 1918
By KATHERINE M. H. BLACKFORD, M.D.
New York.

All rights reserved, including that of translation into foreign languages, including the Scandinavian.

Digitized by Google

LESSON ONE

INTRODUCTION

CHAPTER ONE

WHY STUDY CHARACTER ANALYSIS?

Fundamental Truths.—Why do you study this course in Character Analysis by the Observational Method?

To reach a satisfactory reply to this important question, let us consider some self-evident truths:

All normal human beings desire to live.

Every normal man desires to live better. He desires better health, more property, more income, better surroundings, more pleasant work—to do bigger things, to reach higher positions, and to have more pleasure and happiness in life.

Men get all these things by mental effort applied to themselves, to other men, and to the things and forces of nature around them. Mere physical effort is useless unless directed by intelligence. Therefore, we all succeed in getting what we need and desire in proportion as we are able to apply effectively our powers of thought and feeling to ourselves, to others, and to the things and forces of nature.

How to Live—and Live Better.—Take the kernel of that truth home to yourself.

Your very life and your chance of better living, of having more of the good things of life, of doing more of the things you wish to do and having more

Digitized by Google

pleasure and happiness—in short, your one and only chance of making your wishes come true—lies in your own power to think and to feel.

Your Problem Simplified.—It is good to know this. Knowing it, you know where to begin. Your life problems are then simplified down to one, namely, how to think and feel more effectively.

Two Methods of Increasing Effectiveness of Thought and Feeling.—It will be seen at once that there are two ways to do this:

First, to increase the power and improve the quality of your thoughts and feelings themselves;

Second, to apply your power to think and feel to persons, things, and forces in a way to produce more and better results.

Education and Development the Answer.—The mental power you possess is partly the result of heredity and early environment, and partly the result of your own conscious effort toward education and development.

Over your heredity and early environment you have no control. You can, therefore, leave them out of consideration. This still further simplifies your life problem. All that is required is that you shall *educate* and *develop* your *mind,* and, through it, your body.

Law of Cause and Effect.—Here let us agree upon a few more fundamental truths.

Every effect must have an adequate cause.

Every cause produces a commensurate effect.

Causes produce effects in accordance with definite and orderly laws.

It follows that if you are to develop your powers of thought and feeling it must be in accordance with

Digitized by Google

the laws of cause and effect as they refer to human beings—and to yourself in particular.

You must know what effects you desire. You must learn the causes which will produce them.

You must know causes under your control and what effects they produce.

HOW A SCIENCE IS FORMULATED

Gaining knowledge about the laws of cause and effect in yourself means simply gaining as much knowledge as possible about yourself.

Speculative Knowledge.—In the old days knowledge was largely speculative.

That is to say, men meditated and thought about the things they saw and worked out explanations of them; some of them very ingenious.

The trouble with most of these explanations was that they did not fit the facts. They were therefore useless except as something more or less interesting to talk about and argue over.

Scientific Knowledge.—But a century or two ago men began to see that if they were ever to do anything worth while with the wonders and mysteries about them they would have to take a different mental attitude and use a different method.

And so, by various means, they found out more and more of the facts about things. From a whole series of related facts they formulated an hypothesis or theory.

With this hypothesis or theory as a working basis, they made further research, until by proving it true under all conditions they established a law.

An orderly classification of facts and laws finally

Digitized by Google

became a basis for the enunciation of a principle.

A classification and organization of facts, laws and principles about any one subject thus became a science.

An example of this process may be roughly expressed in a story from the science of physics.

From many facts, of which the falling of an apple was the culmination, Newton formed the *theory* of gravitation—the mutual attraction of all bodies.

By further observations, verifications and calculation, he worked out the *law* of gravitation: All bodies attract one another directly in proportion to their mass and inversely in proportion to the square of their distances.

It was from the law of gravitation, the law of centrifugal and centripetal forces, the law of inertia and other laws that the principle of the ponderability of matter was discovered.

It was by the organization of laws and principles about matter that the science of physics was formulated.

There have been built up in this way many sciences in regard to man, all of them valuable because they place in the hands of men in orderly form a multitude of important truths about the laws of cause and effect in man's development.

The Human Sciences.—Biology teaches us, among other facts, about our evolution from lower forms of life.

Anthropology tells us about our early history and development as human beings.

Ethnology tells of the origin, development, and characteristics of the different races of men.

Digitized by Google

History recounts to us the stages of our later development.

Anatomy describes the parts and organs of our bodies.

Physiology details the functions of the various organs of our bodies.

Hygiene instructs us how to keep our bodies in health and build them up in strength.

Psychology treats of the laws of cause and effect in the workings of our minds.

All of these sciences are universal in their application. They apply not only to you, but to every other member of the human race.

Every Individual a Different Problem.—But you are a unique individual.

While you share in general the physical, mental and psychical characteristics of the human race, you are different from any other human being.

Your body is different in many ways from that of any other person, so that those who know you well can never by any possibility mistake you for anyone else.

Your mind is different from that of any other human being.

You have your own peculiar aptitudes, inclinations, habits, weaknesses, tendencies and desires.

As you are different from all other human beings, so are all other human beings different from one another.

Each has his own peculiar mental and psychical qualities, feels about people and things in his own peculiar way, works, plays, loves, sins, becomes ill or insane, and is influenced or persuaded according to his own unique characteristics.

Digitized by Google

Your problem is therefore distinctly your own individual problem.

The human sciences we have named will help you in so far as you are like all other human beings. They will utterly fail you in so far as you are different.

One Best Way For You.—Some particular form of disease is your menace. Against it you must be on your guard.

There is only one kind of diet that is best for your health and efficiency.

There is just one kind of recreation or combination of recreations that will be the most beneficial to you.

With one certain class of people you can associate more harmoniously than with any other; just one class—perhaps a different one—will inspire and stimulate you to your best and most effective efforts.

In one particular environment you will be happier and develop faster and better than in any other.

There is just one kind of work you can do better than any other kind, which you will love to do better than any other kind, and in which you can achieve most.

And so in every activity and relationship of your life there is always a *one best way for you.*

Human Waste Through Ignorance.—In some cases, perhaps, there have been rare individuals who knew these things about themselves and made practical use of their knowledge.

In the greater majority of human lives, however, there is no such definite knowledge. The most valuable assets of nearly all men and women who have ever lived have been thus partially or wholly

Digitized by Google

undeveloped and unused, to the loss of the individual and of the race.

You begin to see the fundamental importance of the classic injunction, " Know thyself."

Human Interdependence.—But you are a social being.

Your life, your work, your play, your study, your success and your happiness all depend upon your relationships with other people.

You are born of other people. You are fed, protected, trained, taught and ministered to by other people.

You spend your life with other people.

You work for other people, buy from them, sell to them, preach to them, settle their disputes, treat their diseases, handle their money, build their houses, govern them, write for them, paint for them, sing for them, amuse them, manufacture things for them, grow food for them, catch fish for them, dig minerals and metals for them, or in some other way render them service.

In turn, other people buy from you, sell to you, work for you and perform all manner of services for you.

Next in importance, therefore, to knowledge of yourself is a knowledge of others.

To gain such knowledge involves, first of all, a study of the human sciences named in a foregoing paragraph, the most important principles of which will be taught in this course; and, second, a study of the *differences* among individuals.

Two Kinds of Differences Among Human Beings.—People differ from one another in two ways: First, in physical appearance, voice, movement,

Digitized by Google

manner—in short, in ways we can see, hear, feel, and smell.

Second, in aptitudes, disposition, desires, aspirations, mental habits, feelings—in short, in all of those unseen variations which appear only in speech and action and which may be summed up under the one term *Character.*

Differences Not Accidental.—Both of these classes of differences occur in accordance with orderly and constant law. They are not a result of chance.

Since there is an adequate cause for every effect, there must be a reason why one man is short, thick-set, dark-haired, dark-eyed and dark-skinned, and another man tall and slender, light-haired, blue-eyed and fair-skinned.

There must be a reason why one man is honest, dependable, calm, judicial, with a keenly analytical mind and immense capacity for concentration and detail. There must also be a reason why another man is unreliable, irresponsible, excitable, impulsive, variable, and finds it only too easy to gain and hold public attention.

Hypothesis of Correspondence.—It is easy to assume, as a working hypothesis, some *correspondence* between differences that can be seen and heard and differences in character—that is to say, that certain things in outward appearance always occur with certain traits of character.

In order to establish or overthrow such a hypothesis we have but to make a thorough study of both classes of differences.

If, for example, we find that a tendency to extreme changeableness and love of variety occurs in

Digitized by Google

fifty persons extremely light in color of hair, eyes and skin, and that a tendency to extreme constancy and hatred of change occurs in fifty persons with dark hair, eyes and skin, we feel some confidence in observing fickleness and light or blonde color in still more people.

If upon further observation we find the same correspondence holding true in a thousand persons chosen at random, we may be justified in adopting the *theory* that such a relationship is constant throughout the human race.

Extent of Observations.—In research preparatory to this course of study, some 12,000 individuals have been observed with reference to this theory. Detailed and accurate records of these observations have been made. This investigation has been extended to perhaps a hundred thousand others of all nationalities, in all occupations, in all degrees of illiteracy and education and all degrees of morality and immorality, in many parts of the world and under many conditions of climate and environment. And, always and everywhere, other things being equal, changeableness and love of variety in human beings has been found to vary directly with lightness of color in their hair, eyes and skin. Are we not, therefore, justified in enunciating what was formerly a *theory* as a *law* of human nature?

The formulation of this law of correspondence between an external sign and a trait of character is presumptive evidence of still further correspondences.

Many relationships have been observed with the same care and upon the same multiplicity of individuals in the same extent of conditions and terri-

Digitized by Google

tory, with similar results as to the formulation of laws of correspondence.

The Law of Correspondence.—It is scientific, therefore, to state the

LAW OF PSYCHOPHYSICAL CORRESPONDENCE:

Differences among human beings, observable by the senses, correspond, according to definite laws, with differences in character.

Character Analysis by the Observational Method.—Laws thus established by extended and repeated observations have been classified and organized.

This body of knowledge is therefore a Science of Character Analysis by the Observational Method.

A science—yes, but with its limitations.

Human nature is changeable and changing and is affected by an almost countless number of variables.

Among human beings and in human nature all things are relative—there is nothing absolute.

It is impossible to set up absolute standards. There is no unit of measurement for honesty, or kindness, or optimism, or love. A man cannot climb on a scale and have his commercial sense weighed.

Character of This Science.—The science set forth in this course of lessons, therefore, is not a science in the same sense in which mathematics and chemistry are sciences.

On the other hand, Character Analysis by the Observational Method is a science, in the same sense in which psychology, physiology, agriculture, horticulture, and many other bodies of knowledge are

Digitized by Google

sciences—in that it consists of verified knowledge organized and classified.

Method of Instruction.—In this course of study we shall describe as accurately as possible and illustrate with drawings and photographs the external signs upon which observation of character is based, giving the interpretations of each.

We shall then give instructions for observing all the varying combinations of these signs and interpreting them in their combined significance.

Finally, we shall instruct you in the practical application of the science to various purposes.

First, you will naturally analyze your own character, discover your own aptitudes and talents, and study the best way to develop them and make the most of them.

Second, you will learn to know others. You will judge of their dispositions, their motives, their likes and dislikes, their aptitudes and abilities, and their characters in general.

The need for understanding *yourself* is perhaps your greatest need.

As we have already pointed out, there is just one best way for you in all your relationships and activities.

If you find this one best way, then you will make the most of yourself. You will find the one best avenue for the fullest and freest expression of your personality, and thereby your greatest achievement, your highest attainment and your happiest living.

Need of This Science.—Most people go through life in utter ignorance of aptitudes and talents which, if developed and used wisely, would bring them greater success and satisfaction.

Digitized by Google

These Found Their Work.—Abraham Lincoln was a failure as a country merchant and only ordinarily successful as a lawyer. He would have lived and died comparatively unknown had not he and others discovered his genius for politics and government.

U. S. Grant was a middle-aged failure as a business man when the breaking out of the Civil War gave him and the nation an opportunity to discover his talent for military command.

Holmes, Hawthorne, Lamb, Shakespeare and many others proved to be mediocre in the trades and professions in which they began life, but won immortality in literature.

Morse was an unheard of artist, Whitney, a school teacher without renown, Bell, also a teacher, and many others occupied obscure places in life until they found and developed their faculty for invention.

It is not only among the great and the famous that such revelations occur. You know about them among your friends and acquaintances.

In my own extensive investigations I have seen thousands of such cases.

Tragedy of the Misfit.—The tragedy of it all is that, while a few who have made a wrong start in their life work find their way into the right vocation for them, many are not so fortunate. They struggle their whole lives through against the heavy handicap of trying to do work for which they are not fitted. They miss the opportunity to do what they are fitted to do.

People suffer as a result of attempting to meet the problems of life in the wrong vocation. They

Digitized by Google

lose because they do not know how to maintain their health, how to take the best way in their recreations, their social relations, their avocations and their family lives. They fail because they do not know what for them are the most favorable climate, the most favorable environment and the most congenial ways of living in general.

Tragedy of Human Misunderstandings.—Even those who understand themselves best often stumble and fall because they do not understand others and because others do not understand them.

Most war between nations and inharmony between individuals is the result of misunderstanding.

Many a child's early life has been a tragedy, the effects of which have darkened all his after years, because his parents did not understand him.

Most people are handicapped by a bad start in life because their parents and teachers, not understanding their aptitudes and talents, prepared them for vocations for which they are not fitted. This is a double loss, since they not only fail partially or wholly in the wrong occupation but miss altogether the success they might have won in the right one.

Because they do not understand themselves, young men and women who are left to choose their own vocations, more frequently than otherwise make a wrong choice.

Employers struggle against an almost overwhelming flood of inefficiency and inharmony because of employés unfitted for their work.

Salesmen lose many sales they ought otherwise to make because they do not understand their prospective customers and how to handle them.

Digitized by Google

Social and marital relationships suffer inharmony and tragedy by reason of misunderstanding.

In short, there is no form of association among human beings in which this lack of understanding of tendencies, habits, weaknesses, motives and emotions does not cause trouble.

Advantages of Better Mutual Understanding.—When we understand each other better we shall work together more harmoniously and effectually, we shall live together more peacefully and happily.

When you understand yourself and others better you will be more successful in all your relationships with your fellow men.

As a parent, you will rear your children better.

If a teacher, you will more intelligently instruct and guide your pupils.

As an employer, you will select, assign, train and manage your employés more efficiently for mutual profit.

If your profession is salesmanship, you will sell more and better goods to more and better customers.

In an employé's position, you will more easily persuade a prospective employer to purchase your services, or your actual employer to promote you and increase your pay.

If you are an attorney, you will more powerfully deal with your clients, adversaries, judge, and jury.

As a physician, you will understand your patients better, both psychically and physically.

Preaching, lecturing, or otherwise addressing an audience, you will more readily find your point of contact with it.

Indeed, wherever, whenever, or in whatever cir-

Digitized by Google

cumstances you meet others, your better understanding of them will make your relations with them more successful and more pleasant.

Coöperation Not Exploitation.—It is true that accurate and deep knowledge of other people will give you influence over others. You may, if you are so inclined, use your power for your own selfish ends and to the detriment of other people.

If it were possible, we should gladly refuse to permit this work to fall into the hands of anyone who would use the knowledge unfairly.

Since this is not possible, we remind all students that, moral principles aside, there is far more to be gained by coöperation than by exploitation.

You and all your fellow men are bound together by so many and so powerful ties that it is impossible for you to injure anyone else without injuring yourself, to help anyone else without helping yourself. Indeed, it is not possible for you to injure yourself without injuring others, or to benefit yourself without benefiting others.

The more fully you understand yourself and others the more clearly will you see that this is true.

Right Mental Attitude for Study.—The successful study and application of a science demands a mental attitude free from prejudice and personal bias. It forbids hasty, incomplete observation. It demands calm, logical thought. It demands, in short, a painstaking gathering of all possible evidence, a careful weighing of all known facts, and courageous conclusions in accordance with the facts.

Common Sense the Requisite.—In other words, the fundamental qualification for success is just plain, ordinary common sense.

Digitized by Google

It is true that there has been a great deal of fraud and fanaticism in connection with various attempts at character interpretation.

About Frauds and Fanatics.—It is true that sincere and able investigators of the past and present have allowed their enthusiasm to lead them into many errors and to make extreme claims which could not be supported.

But the student should not permit these frauds and errors to prejudice him.

There has been much of truth even in the frauds. As is nearly always the case, it is because of truth mingled with falsehood in these fraudulent teachings and practices that they have deluded people and continued their existence.

The history of every known science, with the exception perhaps of mathematics, is a record of errors and misconceptions through which men have blundered and groped their way to the truth.

The Science of Character Analysis by the Observational Method is far from being complete and perfect. By its very nature and by the nature of its subject matter, it must ever be a growing, evolving science, approaching perfection but perhaps never reaching it, even as the human race with which it deals is growing and evolving and approaching but perhaps never reaching perfection.

Only Verified Facts Taught.—Incomplete and imperfect as it is, the science set forth in this course of lessons has been, as far as it goes, most carefully and extensively verified.

How to Treat Apparent Discrepancies.—I have found many cases in which my observation and the

Digitized by Google

principles of the science did not seem to be in accord.

In every case more thorough investigation has proved that either my observation or my judgment and not the principles was at fault.

By taking the mental attitude here indicated and carefully revising your observations and judgments in cases of seeming discrepancy in the science here taught you will not only learn to trust the science more fully but will learn to apply it more accurately and effectively.

Digitized by Google

Chapter Two

HEREDITY AND ENVIRONMENT

When a man suffers from tonsilitis he has an inflammation of a part of the throat whose reason for existence was until recently a mystery.

Now, however, he can derive a certain amount of interest, if not consolation, from the fact that he inherited a tendency toward troublesome tonsils from remote ancestors. Ages ago his forebears swam in the warm salt waters of the young earth. Naturally, they were equipped with gills. These old worthies transmitted their gills to him, but in being handed down from generation to generation, the legacy has been so changed by conditions that all he has left of it are his ears, eustachian tubes and these inflammable tonsils.

This same man, when a schoolboy, probably braved drowning and suffered many a whipping because of his love for the old swimming hole.

Perhaps this trait of his character was also an inheritance from his remote aquatic ancestors.

Study of Evolution Aids Understanding of Human Nature.—The researches of science into the evolution of man—and of each part and organ of his body—have resulted in a far better understanding of his anatomy and physiology.

In a similar way, a study of the evolution of the human mind and its activities has given us a far better understanding than ever before of human character.

Digitized by Google

Both Body and Mind—Products of Evolution.—Just as the tonsils, the eustachian tubes and the ears in present day man are relics of gills, so there are in every part of our body interesting and significant relics of other stages in the evolution of the race.

Just as the passion of the average small boy for the water is perhaps an inheritance from ancestors whose home was in the sea, so innumerable other traits in human beings as we know them to-day, are results of inherited tendencies from ancestors of cruder forms.

Biology deals with man's evolution as a form of life.

Anthropology and history deal with his evolution as a human being and in races.

Modern psychology deals with man's mental and psychical evolution during periods covered by both biology and anthropology.

It is therefore unnecessary to treat the subject of evolution in full here. It is, however, important that we should understand something of its principles and methods and some of the results.

Law of Survival of the Fittest.—One of the fundamental principles of evolution is what is known as the *law of the survival of the fittest.*

According to this law, individuals having physical and mental traits enabling them to live with the greatest degree of adaptation to their environment, tend to survive longest and therefore to reproduce themselves in offspring inheriting these same physical and mental traits.

Different theories are advanced to account for the fact that some individuals of any one given generation of plants or animals are better adapted to their

Digitized by Google

environments than others. One of these is the theory of variation; another, the theory of mutation.

It matters little, for the purpose of our study, whether one theory or the other is the true explanation.

How the Law Operates.—What really happens is this: There are no two individuals in any generation exactly alike. The difference between some may be considerable; between others, very slight. But there is always some variation.

Evolution of Keen Hearing by Natural Selection.—These variations are not general but specific. For example, the only appreciable difference between two individuals of the same species and the same generation may be a slight difference in one organ. And yet that difference may mean the ultimate survival of the one and the extinction of the other. There are many picturesque examples of this.

The antelope, whose ears could detect the slightest movement in the underbrush, heard the lion crouching for a spring and fled. He became the parent of offspring who inherited a tendency toward his excellent hearing. The antelope whose hearing was duller failed to hear the approach of his enemy and perished before mating. Thus was evolved the keenly sensitive hearing of the antelope.

So it has come about that every bone, every muscle, every nerve, every feature of the body, as well as general physical conformation, color, texture, and consistency are the result of this ages-long process of selection and survival.

This law of the survival of the fittest applies also, as I have said, to the survival of mental and psychical traits.

Digitized by Google

In this respect, as well as physically, there have always been variations among individuals of the same species during the same generation.

In this respect, also, the effect of variation has been specific.

Evolution of Courage or Caution by Natural Selection.—For example, in a certain environment that individual who had the greatest courage would survive and reproduce courageous offspring. In another environment that individual who had the greatest caution would survive and transmit his cautious soul to his posterity.

And so each of our intellectual and emotional characteristics is the result of this same process of variation, selection and survival, covering a period of unknown ages.

The significant truth for us in this is that *both physical* and *psychical* natures of man are the result of this process of evolution and that the evolution of one has been going on during the same time as the evolution of the other.

RELATION OF BODY AND MIND

A few other facts, taken in connection with this one, are also important.

Body and Mind Profoundly Affect Each Other.—The intimate relation between thought and feeling and the body is well known to everyone who has given his own experiences a moment's consideration.

From the standpoint of science this relationship is so marked that there are many careful investigators who hold to the theory that both thought

Digitized by Google

and feeling are merely physical states and activities.

Whether we accept this extreme view or not, we must agree with the more moderate statement that every mental and psychical state and activity is accompanied by its particular physical reaction.

Prof. George Trumbull Ladd, of Yale, says: "All facts too obviously impress upon us the conclusion, how pervasive, intimate, varied and profound are the mutual relations—the correlation—of the physical mechanism and the phenomena of consciousness." [1]

This is especially true of the emotions. So marked are the physical accompaniments of emotion that many different forms of emotion can be either induced, aggravated or subdued by voluntary production or inhibition of their accompanying physical states and activities.

Says Prof. William James: "The general causes of the emotions are indubitably physiological." [2]

We therefore have the physical and the mental and psychical evolution of man progressing hand in hand over many centuries and profoundly affecting each other every step of the way.

Every thought has had its accompanying vibration in the brain cells.

Every emotion, however faint and transient, has had its expression in some kind of muscular action and organic reaction.

Interrelation of Mind, Body, Environment and Character.—Prevailing modes and directions of

[1] Elements of Physiological Psychology, page 582.
[2] The Principles of Psychology, Vol. II, page 448.

Digitized by Google

thought have given permanent character and development to the brain cells and to other parts of the body.

Prevailing states of emotion have actually built up or torn down certain parts of the body and have given permanent form and expression to other parts.

Certain thoughts and feelings have operated to take men into certain kinds of environment. These different kinds of environment, in their turn, have left their indelible marks upon the body and in turn the minds and hearts of all who dwelt and worked in their midst.

The Pioneer Type.—For example, thoughts and feelings of weariness with routine, of aggressiveness and courage, of longing for new scenes, new achievements, have in all the ages driven both animals and men into the frontiers of their habitable worlds.

Furthermore, frontier life, with its activities, its hardships, its perils, its peculiar forms of nourishment, clothing and shelter, has had its effect not only upon the mental and psychical characteristics of animals and men but upon their physical structure and appearance.

The Stay-at-Home Type.—On the other hand, feelings of prudence, love of routine, established customs, attachment to familiar scenes and familiar faces, love of ease, love of comfort, certainty of nourishment and shelter, no matter how meager, have influenced both animals and men to remain in the serene, protected, salubrious, mild environment of the cradles of life.

In turn, this environment has reacted upon them and has left the indelible traces of its influence not only upon their characters but upon their bodies.

Digitized by Google

The Theory of Psychophysical Parallelism.—Many other examples of similar import might be cited in support of the theory that *there is a constant correspondence between the mental and psychical characteristics of any individual and his physical characteristics.*

This theory is stated by Professor J. Mark Baldwin in "Development and Evolution," pages 25, 26, 29, as follows:

"Furthermore, we may say that no physical character which has mental correlations is completely understood until these latter are exhaustively determined, and also that no mental character escapes physical correlation. Recent research in the psychological and physiological laboratories is establishing many such psycho-physical correlations; that of emotion with motor processes; of attention, rhythm and the time sense with vasomotor changes; that of mental work with nervous fatigue, etc., through all the main problems of this department. All this affords, in so far, at once illustration and proof of the general formula of psycho-physical parallelism. . . .

"It has been the psychophysical, not the physical alone nor the mental alone, which has been the unit of selection in the main trend of evolution, and Nature has done what we are now urging the science of evolution to do—she has carried forward the two series together, thus producing a single genetic movement. . . .

"The fact of correlated variation, moreover, is to be carried over to the relation between organic and mental variations *in different individuals.* Many instances are known which prove it; that they

Digitized by Google

are not more numerous is due, I think, to the neglect of recognition of it in seeking genetic explanations."

This theory is now almost universally accepted by scientists but in many different modifications with reference to its form and extent.

Thus, by a wholly different series of observations and another chain of reasoning, we again reach our Law of Psychophysical Correspondence.

Some accept this theory as relating to a limited number of general correspondences; others, as relating to an almost infinite number of not only general but specific correspondences.

Madison Grant, in his book, "The Passing of the Great Race," says: "Moral, intellectual and spiritual attributes are as persistent physical characters, and are transmitted unchanged from generation to generation. . . . Mental, spiritual and moral traits are closely associated with the physical distinctions among the different European races."

EARLY ATTEMPTS AT CHARACTER INTERPRETATION

Thinkers and investigators of very early times either assumed or suspected the truth of this theory of correspondence.

It was because of this assumption or belief in the correspondence between character and physical appearance that men began to try to read the characters of their fellows in their faces, heads, hands and bodies generally from the earliest times known to history.

That one's occupation stamps its impress on the outward expression was observed and recorded by

Digitized by Google

an Egyptian scribe of the 12th dynasty, perhaps 2000 B. C. This papyrus is now in the British Museum.

Aristotle was a devoted student of physiognomy and compared the features and dispositions of men and animals 350 B. C.

Hippocrates, known as the Father of Medicine, 460 B. C., refers to the influence of environment in determining disposition and of the reaction of these on the features.

Classic literature from Homer down to the present time is full of expressions indicating at least a partial acceptance of this theory.

Some Well-Known Correspondences.—The high brows and lean cheeks of the thinker and scholar; the high, large nose of courage and aggressiveness; the thick neck and fleshy lips of sensuality; the thin lips and cold eye of cruelty; the round face and full figure of good nature; the dark eyes, hair and skin of revenge; the keen, sharp face of the scold; and the broad, flat face of phlegmatism are as familiar in literature as they are in every-day life.

A Temptation to Fraud and Fanaticism.—It is because of this belief in the correspondence between the character and external appearance that charlatans, and even perfectly sincere but mistaken men and women, have duped their thousands of victims in many forms of so-called character reading.

But, notwithstanding the conscious frauds of charlatans and the sincere errors of faddists, a great deal of truth has been discovered and verified during all these thousands of years of study and investigation.

Truth Mingled With Error.—It is the undeniable

Digitized by Google

element of truth in all of these crude attempts at the interpretation of character from external signs that has kept them alive through all the years.

It is true that certain formal, orthodox, scientific men have denounced all of these various methods of so-called character reading and have again and again asserted that they had been "exploded."

And yet their alleged proof of the fallacy of these methods has been always and in every case purely negative.

The Birth-pangs of Science.—Almost every theory and hypothesis now universally held in anatomy, biology, physics, astronomy and nearly all other sciences have been "exploded" and laughed out of court by scientists when first proposed.

You yourself will doubtless see in people what appear to you to be absolute contradictions to the principles of this science as we develop them.

You will, however, suspend judgment and await further instructions in the science and far more extended and enlightened observation.

The Right Mental Attitude.—It is only common sense, an indication of breadth of mind, in the study of any science to set aside all prejudice and to approach the subject with an absolutely open mind.

If truth can be found, demonstrated and verified in any system of thought, in any method of procedure, under any name, or as the result of any man's work, then that truth ought to be freely accepted, even when the system in which it is found is known to be fraudulent, when the name under which it appears has become the subject of ridicule, and when the man who discovered the truth is known to be a charlatan and a liar.

Digitized by Google

It is true that in the case of the pseudo-sciences of character reading there is a great deal of chaff for every grain of wheat. It is true that these so-called sciences are confused and chaotic, and therefore, if for no other reason, undeserving of the name of sciences.

But it is also true that many of the most important and valuable of the true sciences have passed through this same crude and ill-formed stage of development.

Indebtedness to Former Investigators.—This course in Character Analysis by the Observational Method is not based upon any previous system of alleged character reading, but, as I have stated, upon the sciences of biology, anthropology, ethnology, anatomy, physiology, and psychology.

This method of Character Analysis has, however, availed itself of such truth as has been found in these pseudo-sciences and verified it.

SUMMARY

Let us review briefly the points covered in our first two chapters:

Your success in life depends upon the development of your mental and psychical powers.

There are two ways to develop these:

First, by increasing the power and improving the character of your thought and feelings;

Second, by applying your power to think and feel to the persons, things and forces about you in the manner which will produce the most desirable results.

In order to increase the power of your thoughts and feelings, you must have knowledge of yourself.

Digitized by Google

The sciences of biology, anthropology, history, anatomy, physiology, hygiene and psychology give you knowledge of yourself as a human being, a member of the race.

But you differ from all other individuals and must have knowledge of your individual characteristics of mind.

Because of your intimate and close relationship with other persons in all the interests and activities of your life, your success depends very largely upon your knowledge of their individual peculiarities.

To gain such knowledge of yourself and of others involves a study of the human sciences just named and of the differences among individuals.

Because they misunderstand themselves and others people lose much that is desirable and suffer much unnecessary failure and distress of every kind.

People differ from one another in two ways: first, in physical characteristics; second, in character.

The external physical differences between individuals and the differences of character between them are the result of the process of evolution.

These differences, physical and psychical, were evolved at the same time and as the result of the same influences of heredity and environment.

There is an intimate and inseparable relation between the processes and states of thought and feeling on the one hand and physical processes and conditions on the other.

It is stated by some of the foremost scientists that there is a definite and constant correspondence between all of those mental and psychical processes and conditions summed up in the word " Character " and the processes and conditions of the body.

Digitized by Google

This theory was assumed or suspected by scientists and philosophers from the earliest historic times, and a great deal of valuable work has been done in tracing variations in the physical man and their connection with variations of character.

These observations and studies have led to the development of many pseudo-sciences, in all of which, however, grains of truth may be found.

Some scientists have claimed that they have "exploded" the theory of correspondence between observable external signs and human character.

But their proofs have always been wholly negative and often based upon somewhat inadequate observation.

Digitized by Google

Chapter Three

NINE FUNDAMENTAL PHYSICAL VARIABLES

If there was an absolutely reliable method of interpreting human character by the lines on the palms of a man's hands or the bumps under the hair of his head, it would be of comparatively little value to you in the ordinary interests and activities of your life.

If by elaborate tests, with special instruments, you could learn all about the aptitudes and character of a willing subject, the method would be almost as valueless for practical use.

You meet and deal with people under conditions which would make it impossible for you to either examine the palms of their hands or the bumps on their heads or to subject them to psychological tests.

Importance of Easily Observable Physical Variables.—Your most important relationships with other people oftentimes occur when you must observe them at a distance, and perhaps for but a few moments, when they are wearing hats and gloves, when perhaps the light may be poor, and under other conditions which will enable you to make only the most general observations.

You will, therefore, wish to begin your study and application of this science by enumerating and classifying the most easily observable *physical variables* among human beings.

The word " variable " is used here in its original

Digitized by Google

meaning, which is given by Webster, as " that which varies, or is subject to change."

What you wish to do is to learn what are the principal physical attributes in which human beings vary from one another. All normal men are alike in the number of their bones and muscles, parts and organs. They vary one from another in other ways. In making an enumeration and classification of fundamental physical characteristics in which men vary, you will find plain common sense your best and safest guide.

In fact, in every step of your study, observation and application of this science, as well as every other science, you cannot go far astray if you heed carefully the counsels of your own common sense and sound, practical judgment.

COLOR

The first and most easily observable physical variable among human beings, and indeed among all other animals and inanimate objects, is *color*.

You can tell the difference between a bay horse and a black horse when they are so far away that you cannot discern any other difference between them.

Indeed, you can observe that an object is white or red when it is so far away that you can't tell whether it is a horse, a cow, a sheep, a human being or a rock.

Walk rapidly down the crowded street, observing and classifying people as you go, and you will find that you can classify them as to their color more easily and more accurately than in any other way.

Digitized by Google

Color is one important physical variable upon which is based the classification of all mankind into different races.

Color is the most general basis of classification among people of the same race.

Amongst Caucasians, people are commonly spoken of as blondes and brunets, and the most casual observer readily distinguishes the differences between the two.

The same variations in color are easily observable amongst individuals of other races, although the degree of variation is perhaps not so great in most cases.

Here, then, is a physical variable of human beings universal in its nature—since every human being has color—and most easily observable.

We shall, therefore, consider color first to determine whether or not there is any correspondence between a man's color and his physical qualities, his aptitudes, character, disposition and other mental and physical variations.

FORM

Having observed the color of an object, you next observe its *form.*

Most animate and inanimate things are distinguished roughly by observing no further than color or form.

We distinguish between individual human beings very largely, and in many cases almost entirely, by the color of their hair, eyes and skin and the form of their features.

We are, therefore, more or less familiar with dis-

Digitized by Google

tinctions in form, having had some practice in observing differences in form between different individuals.

Form is universal amongst human beings and is perhaps even harder to mask or disguise than color.

Form, therefore, naturally stands second on our list of observable physical variables.

When we shall have made a careful classification of the different kinds and degrees of form in human beings, and by repeated observations shall have discovered the physical, mental and psychical traits corresponding to them, we shall find form to be one of the most readily understood and most valuable of all the observable variables.

SIZE

Variations in *size* among human beings are almost too obvious to need mention.

In this respect most of us are fairly accurate observers. Through practice we are able to estimate within an inch or two the height of any man we meet, and, within a few pounds, his weight.

Few people, however, have ever taken the trouble to trace the correspondence between variations in size and variations in character.

While they are by the very nature of the case general, they are well worth knowing, because size is so very easily seen and estimated.

STRUCTURE

Anyone can tell the difference between a bulldog and a greyhound, between a race horse and a draft

Digitized by Google

horse, between a dairy cow and a beef cow, between a college professor and a prize-fighter, between a butcher and an artist.

The most apparent differences between these are differences in *structure.*

The most casual observation reveals to us the fact that some men are thin, delicate and fragile; that others are slender but tough and wiry; that still others are big, bony and muscular; while some are round and fat.

Therefore the fourth physical variable that we shall study is *structure.*

Even before coming to a detailed study of this variable most of us know, in a general way at least, some of the mental and psychical variations accompanying differences in structure.

In our study we shall confirm these and shall determine and verify still others.

TEXTURE

When you purchase a horse you are particular to note whether his hair is fine or coarse, whether his skin is thin or thick, whether his eyes, nostrils, legs and hoofs are close, fine and delicately modeled or whether they are coarse, clumsy and heavy in appearance.

When you buy a coat or dress, one of the first things that engages your attention is the fineness or coarseness of the material.

You apply the same test to shoes, gloves, carpets, rugs, draperies, furnishings, metals, and even plants.

In fact, since all known substances are composed of molecules, and since molecules are united in all

Digitized by Google

substances in grain or fiber, or both, it follows that some degree of fineness or coarseness of grain or fiber or, to use a more generic term, of *texture* is inherent in all known substances.

This is true of human beings.

Texture is, therefore, the fifth of the physical variables we shall study and in correspondence with which we shall find some of the most important variations in physical, mental and psychical quality.

CONSISTENCY

A most convenient and readily observable classification of all solids is into hard, soft, and elastic.

We now come to a variable not easily observable by the eye but still worthy of our consideration because of its usefulness; and because of the fact that we can more frequently than otherwise shake hands with the people we meet and thereby obtain the required information.

It is also important, when possible, to observe the hand for its rigidity, pliability, or elasticity, as well as for its hardness or softness.

Consistency is, therefore, the sixth of our fundamental physical variables.

PROPORTION

Men vary greatly in proportion of the various parts and organs of their bodies to one another. One man has a large head and a comparatively small body; another man, a huge body and a comparatively small head.

The proportions of men's heads and faces are

Digitized by Google

different. One man's head is large above and tapers almost to a point below. Another man's head is very small above but big and heavy below.

One man has a low, narrow forehead and a big broad jaw. Another man has a high, wide, bulging forehead and almost no jaw and chin.

All of these variations and many others may be observed and, with experience and practice, observed accurately and discriminatingly.

Upon our theory of correspondence between physical and psychical variations, we are justified in expecting to find many most interesting and valuable correspondences in connection with proportion.

EXPRESSION

Even a very young child or an animal quickly learns to observe and interpret the *expression* in his father's or his master's face, voice, manner, gait, gestures, and in other ways.

Expressions of grief, anger, joy, excitement, enthusiasm, disappointment, when allowed free play, are easily and quickly interpreted by everyone.

It is possible by more careful observation and study to detect expression of these emotions when they are remarkably well suppressed and concealed, as well as of the most subtle emotions and states of mind.

The same thing is true of habitual thoughts and feelings and their expression.

Expression is, therefore, the eighth fundamental variable for our study and observation.

Digitized by Google

CONDITION

Whatever a man's inherent capacity, whatever his natural aptitudes, whatever his inborn character, it is of the greatest importance in many instances that we shall be able to determine what he has done with them and what effect his experiences and environment have had upon him.

We judge of the training, care and use of a horse by his condition.

We judge of the use that has been made of a machine by its condition.

It is important, therefore, that we should observe the *condition* of a man's body, his hands, his nails, his hair, his beard, his mouth and teeth, his eyes, his clothing and shoes.

All these are eloquent of the man's experiences, of his mental and physical habits, of his environment, and indeed of all that the man has done with himself and all that circumstances have done with him to modify for better or for worse his natural endowments.

Condition is, therefore, the ninth fundamental variable which we shall study and whose indications we shall learn to interpret.

THE NINE FUNDAMENTALS

Here, then, are nine fundamental variables in which men vary from one another.

Each one of the nine is easily observable without the knowledge of the individual observed.

These nine cover all necessary observations upon yourself and others for practical purposes.

Digitized by Google

For the sake of brevity and clearness, we shall call these *the nine fundamentals.*

In subsequent lessons, we shall trace as far as possible, the causes for variations in these physical variables in men and the variations in character which correspond to them.

In the case of each fundamental, we shall formulate laws.

These laws, together with those already stated and others to follow, constitute the framework of the Science of Character Analysis by the Observational Method.

I shall show you as you proceed with your studies in this course of lessons how one or more of these laws can be applied to every phase of the art of interpreting human character through external signs.

Digitized by Google

Digitized by Google

LESSON ONE

REVIEW QUESTIONS FOR SELF QUIZ ONLY

(NOTE: These questions are given to check yourself up to see how thoroughly you have mastered the lesson. Answers are not to be sent to the author or the publisher.)

I. Describe briefly the formulation of a science.

II. Name the human sciences upon which the Science of Character Analysis by the Observational Method is based.

III. State the law of psychophysical correspondence.

IV. Is Character Analysis an exact science? Why?

V. What is the fundamental qualification for success in the study and practice of the Science of Character Analysis by the Observational Method?

VI. According to Professor James, do we run because we are afraid, or are we afraid because we run?

VII. Describe briefly the operation of natural selection in evolution.

VIII. Name the nine fundamental variables.

IX. Name some well-known correspondences between physical appearance and character.

X. What is the right mental attitude in which to approach the study of any science?

Digitized by Google

Digitized by Google

LESSON TWO

COLOR

All angels are blondes—according to artists.

In the paintings and pottery of ancient Egypt, Greece, Rome and Spain, divinity, royalty, nobility and aristocracy are often represented by white skin, blue eyes and flaxen hair.

Popular Attitude Toward Blondness.—Poems and songs of love in ancient and modern tongues sing the charms of the snowy neck, rosy cheeks, azure eyes, alabaster brow, shell-pink ears, golden hair and lily fingers.

On the stage, heroes and heroines, the good and lovely in general are usually blondes—villains, criminals and slaves, brunets.

Our common speech is full of such expressions as, "That man is white"—indicating nobility of character or fairness and justice; "He treated me mighty white"—with the same signification. We also speak of women as being "divinely fair," and blue-eyed and beauty are used in some connections almost synonymously.

Until very recently, most dolls had blue eyes and yellow hair, even in countries where their little mothers were as brown as berries.

There are other interesting and significant evidences of an age-old feeling amounting almost to instinct that there are differences in character between

Digitized by Google

blondes and brunets as marked as their differences in color.

Whenever I mention blondes and brunets in public the response is immediate. The newspapers frequently take up what I say and make a sensation of it. More than one garbled report of a scientific statement has been copied by the press far and wide.

There is no variable among human beings so striking as that of color—none so easily observable—and none which has made so strong an appeal to scientific investigators as well as to popular imagination.

EVOLUTION OF WHITE MEN

An inquiry into the biological cause of variation in human color, into the mental and psychological causes accompanying these, and into the historical and prehistorical causes of the attitude toward blondes revealed in art, in literature, in the drama, and in popular speech will aid us in understanding the many differences between blondes and brunets.

Pigmentation.—The immediate cause of the difference in color among human beings is the relative amount of pigmentation in hair, skin, iris and retina.

Scientists have long been at work striving to discover the cause of pigmentation, and especially the cause for variation in the amount of pigmentation.

Theories of Causes of Pigmentation.—In general, it is well known that dark or heavily pigmented races inhabit the tropics, and that lighter or less pigmented races inhabit the temperate and north temperate zones.

Pigmentation, Radiation and Absorption.—For a long time scientists have worked upon a theory that

Digitized by Google

heavy pigmentation, resulting in dark color, helped the inhabitants of hot countries to keep cool. This was because of the supposed fact that dark bodies radiate heat more rapidly than light bodies.

Of two pieces of iron of the same size and shape, one black and the other painted white, and both heated to the same temperature, the black one was supposed to cool off much more quickly than the white one. This theory has, however, been greatly modified as the result of later research.

A difficulty was met, however, when the law of absorption was taken into consideration.

According to this law, dark bodies absorb heat from sources of higher temperature than themselves much more readily than light ones. If the black iron and the white iron are both placed upon the same stove, the black one will heat up much more quickly than the white one.

It may be that both of these laws have some effect in determining the evolution of color.

It is well known that black people in the tropics keep in the shade as much as possible and are very largely nocturnal in their habits. Comparatively few are seen abroad or at work during the hours just before or just after noon.

Keeping in the darkness and shade, they make the most of whatever natural ability they have to radiate heat. By avoiding as far as possible exposing themselves to the direct rays of the sun, they absorb heat as little as possible.

On the other hand, the lighter colored races in the cold North could not absorb much even if they were black, and their possibly slower rate of radiation enables them to conserve better the natural heat of their bodies.

Digitized by Google

Negroes generally have difficulty in keeping warm in cold climates. They require more clothing in cold weather than whites; prefer to keep indoors, and their quarters, as a general rule, are so hot that they seem stifling to white people.

But the theory that these laws of radiation and absorption explain everything about pigmentation and that man's color has been evolved wholly for the purpose of enabling him to adapt himself to the degree of temperature of his environment does not satisfy.

The Eskimo, living in the cold Arctic regions, has black hair, gray or brown eyes, and a yellow or brown skin.

Dwellers on the cold Northern plains of Asia and North America are brown and yellow, while certain tribes in the heavily forested but hot, moist mountains of Northern Africa are blonde.[1]

These considerations have led to a further study of the causes of pigmentation.

Pigmentation a Protection Against Light.—In 1895, Josef Von Schmaedel read a paper before the Anthropological Society of Munich, announcing the theory that pigmentation in man was evolved for the purpose of excluding actinic or short rays of light which destroy living protoplasm.

This set Major Chas. E. Woodruff, A.M., M.D., Surgeon U. S. Army, upon a systematic search for data to prove or disprove Von Schmaedel's theory.

Major Woodruff's Book.—In 1905, Major Woodruff published his book, "The Effects of

[1] Woodruff's "Effect of Tropical Light on White Men," page 131.

Digitized by Google

Tropical Light on White Men." [2] In this fascinating work, Major Woodruff champions the theory of Von Schmaedel and gives a great mass of data gathered from many scientists as well as the results of his own original research—all favorable to the theory that the shorter violet and ultraviolet actinic rays of light first stimulate, then exhaust, and finally destroy living protoplasm, and that pigmentation in both men and animals has been evolved for the purpose of excluding these actinic rays of sunlight from the tissues of the body.

Sunburn, sunstroke, and the dangerous burns of the X-ray, radium, and other sources of short rays, as well as the popularly known fact that direct sunlight kills bacteria, are all evidences of the destructive effect of actinic rays.

Another evidence of the relationship between pigmentation and sunlight, rather than sun's heat, is the fact that albinos—who are unpigmented—are excessively sensitive to light, while not any more sensitive to heat than others of the same race.

Why the Eskimo is Dark-skinned.—According to this theory, also, the darkness of the Eskimo, the North American Indian, and the dweller in the Northern part of Asia is explained.

The Eskimo requires his pigmentation as a protection against the blinding glare of snow and ice. The plains of Northern Asia and North America, while cold, are also largely free from fog and cloud, so that considerable pigmentation is needed in these parts of the world as a protection against light.

According to Dr. Carl Beck, blondes are far more

[2] Rebman Co., New York.

Digitized by Google

liable to burns and lesions by X-rays than brunets, the extreme brunet being almost immune.[3]

Cradle of White Races.—Still further confirmation of this theory is found in the evolution of extreme blondness in Northwestern Europe, on the plains, and among the heavily forested mountains in the neighborhood of the Baltic Sea.

This is the cloudiest, foggiest, darkest region on the face of the earth and is the cradle of the Scandinavian and Teutonic races, both of which are predominantly blonde.

Anthropologists violently differ as to the place where the white races were evolved. Many of them, however, agree that primitive man was dark and that blondness has been evolved as the result of either forced or voluntary migration of the primitive brunet to cold, dark, cloudy Northwestern Europe.

The climate of this part of Europe is rigorous and severe.

Vigorous Traits Evolved with Blondness.—The necessities of life in such a climate are more numerous and at the same time more difficult to obtain than in a milder one. Man requires more food, more shelter, more clothing, more fuel, than in a warm climate. Whereas fruits, vegetables, fish, flesh and fowl are comparatively easy to secure in warm latitudes, they are scarce, difficult to secure, and require much more preparation in the higher latitudes.

Under Northern climatic conditions, then, only the largest, strongest, healthiest, most intelligent, most hopeful, most courageous and most aggressive individuals would survive.

The natural result would be an evolution of a

[3] *New York Medical Record*, January 13, 1900.

Digitized by Google

race of men and women endowed with robust physical, mental, and psychical characteristics.

Since the relatively abundant pigmentation of the primitive first settler in these dark countries was not needed as a protection against light, there seems to be much evidence that whiteness was gradually evolved along with characteristics just mentioned.

The White Conquerors.—A process of evolution therefore having produced a vigorous, aggressive white race, conquerors of a harsh and severe environment, these qualities of the race sent them southward, eastward and westward to become the conquerors and rulers of dark-skinned races, less aggressive, less bold, less domineering, less vigorous because their more kindly environment had not necessitated the evolution of these rugged traits.

There is considerable prehistoric evidence to indicate that a conquering race of tall, vigorous, fair-haired, blue-eyed, white skinned men migrated in successive waves over Europe, Asia Minor, Northern Africa, Persia, India, Ceylon, Java, and perhaps as far East as the Philippine Islands.[4]

This race of men called themselves Aryans, and wherever they went forced their language upon the conquered dark races.

How long ago these prehistoric migrations of Aryans began is lost in antiquity, but there are pictures in the Pyramids of Egypt showing intruding "white men from the North with blue eyes," [5] dating probably 3,500 to 4,500 B. C. It is known that there was an invasion of white men into Greece 2,000 to 1,000 B. C.

[4] Woodruff's "Effect of Tropical Light on White Men," pp. 224–272.

[5] Anderson's "Extinct Civilizations."

Digitized by Google

However early this migration may have been, it was so long ago that the ancient Sanskrit, formerly spoken and written in India, classic Greek and Latin, as well as ancient and modern German, French, Spanish, Italian, Dutch, Danish, Swedish, Norwegian, English, Gaelic and Welsh languages, and many dialects now spoken in India all bear unmistakable evidence of their common origin in the Aryan tongue.

It is significant that Hellenes, the name by which the ancient Greeks called themselves; Gaels, name given to themselves by the ancient inhabitants of Great Britain and Ireland; and Aryans, the general name given to themselves by the conquering races to which we have referred, all mean "*white men.*" [6]

Some high anthropological authorities do not accept the theory of an Aryan race. Some assign the place of its origin to Asia instead of Europe. But the majority favor the outline I have given—and the preponderance of evidence seems to be with them.

Characteristics of the Aryans.—These early white men were tall, vigorous, restless, courageous, aggressive and brainy, but they lacked culture. They excelled in warfare, in *navigation,* in exploration, but they were deficient in arts and letters.

Having conquered the brunet natives of the various countries to which they migrated, the white men proved themselves to be wonderful organizers, creators, builders, rulers and captains of industry.

They early adopted the culture, arts and letters developed through long centuries of patient plod-

[6] Woodruff's "Effect of Tropical Light on White Men."

Digitized by Google

ding by the dark peoples, among whom they intruded and over whom they ruled.

They built up wonderful civilizations, great cities and wealthy and powerful nations.

The ruins of these Aryan creations are scattered through Java, Ceylon, India, Persia, Greece, Macedonia, Italy and Spain.

Aryan Civilizations.—We therefore have the picture of Aryan civilization running back from eight to ten thousand years, with the ruling classes, the nobility, the aristocracy, always tending to be white, and the peasantry, the working classes, the subordinates in the scheme of things, always tending to be dark.

This fact is reflected in the Aryan languages, in the ancient paintings and statuary referred to at the beginning of this lesson, and in the almost instinctive glorification of the blonde in art, in literature, on the stage, and in the vernacular.

All occidental civilization and a great deal of oriental civilization has been built up and ruled from the very earliest times by white men. In many ancient governments the king or emperor was deified, and so we have gods and goddesses and all supernatural beings represented as blondes.

Disappearance of White Men From Southern Climes.—It is interesting to note in this connection that the inhabitants of modern Java, Ceylon, India, Persia, Syria, Asia Minor, Greece, Turkey, Italy, Spain and France are predominantly brunet or very dark-skinned white people.

Many anthropologists agree that the blonde Aryans who built up these old civilizations and left their language as a legacy have either entirely died

Digitized by Google

out, or are disappearing, giving place to those more heavily pigmented.

Why Excessive Light Exterminates White People.—The reason for this disappearance of the tall, vigorous, restless blonde is not so well understood. It ought to be clear to the thoughtful observer, however, that if whiteness was evolved in cold, dark, cloudy Northwestern Europe, then the extreme white Aryan race was out of its natural environment in these lands where there is an excess of light, against which they had little pigmentation as a protection.

It is a well-known fact that there is no third generation of white men in India.

Woodruff presents an abundance of evidence to prove that the effect of an excess of sunlight, with its destructive actinic rays, is first to stimulate, then exhaust and degenerate, and finally to extirpate the white races.

Why Egypt, Persia and Rome Fell.—He assigns the degeneracy and fall of all ancient civilizations in hot countries to the effects of tropical and sub-tropical sunlight upon their white rulers.

Statistics show that blondes are becoming relatively less numerous than brunets in England, the United States, New Zealand, Australia and South Africa notwithstanding the constant fresh migrations of blondes to these countries from Northwestern Europe.

Destruction of Whites by Sunlight Still Going On.—Statistics also show many forms of physical, nervous and mental degeneracy of white people in tropical regions, of the second or third generations of whites in sub-tropical climates, and of later gener-

Digitized by Google

ations of whites in those parts of the Temperate and North Temperate Zones where there is an abundance of sunlight.

All of these facts are of great scientific value to the student of variations in physique, in appearance and in character among human beings.

Two Important Facts About Blondes.—Two fundamental facts about whites stand out from all this mass of evidence and are the key by which we may best understand their physical, mental and psychical qualities:

(1) White color was doubtless evolved in an *environment* which permitted the survival of those only who were most vigorous, most intelligent, most aggressive, most creative, most active and most capable of adapting themselves to extremes of heat and cold, feast and famine, altitude and occupation.

(2) In countries where there is a great deal of light, whites—and especially extreme blondes—are suffering more or less from too much stimulation of brain and nerves, and oftentimes from brain and nerve exhaustion, and consequent physical, mental and psychical degeneracy.

EVOLUTION OF THE DARK-SKINNED RACES

Kindly Environment of the Dark Races.—In studying the dark-skinned peoples, we shall understand better their characteristics if we remember that they were evolved—except in the cases of North American Indians, Eskimos, and Tartars—in a warm, pleasant climate where their necessities are comparatively few.

Digitized by Google

Man requires less food, less clothing, less shelter, less fuel, in a warm climate than in a cold one.

In addition to requiring less of all these things, the dark-skinned man found them all easy to obtain from the abundance of animal and vegetable life around him.

Primitive man in the tropics and sub-tropics found his surroundings comfortable, conducive to quiet and physical inactivity.

Since there was plenty to supply his few wants close at hand, he did not need to take to sea or travel far by land.

Since the dark-skinned man received most of his necessary warmth from outside sources, he did not need as much oxygen as the white, who had to breathe in great quantities of it that he might sustain internal oxygenation and thus produce heat for himself.

As a result of the same conditions, all processes of nutrition and elimination in the yellow, brown, red and black were slower than these processes in the white man.

Whereas the white man was required to expend all of his mental and physical energy in active, aggressive combat with his harsh environment in order to obtain the material means of life, the dark man in a kindlier environment and in the midst of plenty had both energy and time to spare.

As to the North American Indian, Eskimo, and Tartar, further explanation will be made in Lesson Three.

With these scientific facts as to the evolution of white and dark races of man in mind, any thoughtful, logical person should be able to determine ac-

Digitized by Google

curately the physical, mental and psychical differences between blondes and brunets. The same differences in physique and in character that exist between white men and black men exist, in proportionate degree, between blondes and brunets, when both belong to the white race.

CHARACTERISTICS OF BLONDES

Physical Positiveness.—Take the normal blonde. By the normal blonde I mean a person of white race, with comparatively little pigmentation, in normal mental and physical condition. The lighter the color of skin, eyes, and hair, the more typically does he exhibit the characteristics I outline here. The keynote of the physical characteristics of the normal blonde is positiveness. He inclines to be tall, robust, with a superabundance of buoyant, radiant health and vigor.

Since he was evolved in a cold, dark, harsh environment, all of his physical processes tend to be rapid and active.

In order to maintain heat, it was necessary for him to eat and digest large quantities of food and breathe in a great deal of oxygen.

Circulation, Respiration, Digestion.—In order to maintain health and survive in his environment he needed a strong, reliable circulation and circulatory system.

With digestion, respiration and circulation positive and active, processes of elimination needed to be similarly quick and active.

Muscular Activity.—All of these characteristics, as well as the low temperature in which he lived, ne-

Digitized by Google

cessitated great muscular activity; as did also his need for food and clothing.

Therefore, the normal blonde is characterized, in every department of his physical being, by positiveness, rapidity, adaptability, energy and activity.

It is for these reasons blondes seldom suffer from chronic diseases, except those induced by the results of living in a climate where there is too much sunlight. They become ill quickly, and die or recover quickly.

Deficient Endurance.—Since quickness and aggressiveness are physical attributes of the blonde; since in his hunting, his sailing and his fighting he has always been called upon for quick explosions of tremendous energy followed by periods of recuperation, the blonde is not particularly well fitted for long-sustained physical action. He expends his abundant energy too rapidly.

In Athletics.—In athletics, therefore, blondes excel in the sprints and dashes, in jumping, throwing, vaulting and other such contests; while the brunets are better adapted to long runs, wrestling, prize fighting and other contests where endurance is the prime requisite.

In general, however, most athletes are blondes, even in contests requiring endurance, because of the natural activity, love of conquest, aggressiveness, and combativeness required.

Since the early environment of the blonde was probably damp and rainy, and since his mode of life required both swimming and wading, we find him, as a rule, fond of the water.

The majority of great swimmers, skaters, oarsmen and yachtsmen are blondes.

Digitized by Google

The early Aryans were great navigators. During the time of the Aryan civilization in Greece, in Rome, in Norseland, in Spain, and in France these different nations maintained their sea power. It was when the Aryan rulers had been eliminated by excessive sunlight that their sea power waned.

Mental Traits of Blondes.—The mental characteristics of the blonde are the result partly of the influence of his environment directly upon his mental nature, and partly arise from his physical condition.

Creative Power.—Since his brain was evolved in an environment requiring the constant exercise of intelligence, the blonde is naturally creative, resourceful, inventive, original. These qualities, it will readily be seen, fit in perfectly with those which are the result of his exuberant health.

Optimism.—The man who has a good digestion, a good circulation, who breathes deeply, and whose general health is robust and positive will naturally be optimistic, hopeful, exuberant, eager and fearless. Such a man is willing to take a chance, speculative, impatient, restless, always sighing for new worlds to conquer.

Changeableness.—The early struggle for existence of the blonde races led them far afield. They hunted over miles of territory. They hunted in the mountains and on the plains. They went to sea in ships. Their very climate was freakish and changeable.

As a result of these environmental influences the blonde developed an eager and active disposition and is fond of change, loves variety, is happiest when he has many irons in the fire, and easily turns his attention from one interest to another.

Digitized by Google

Love of Power and Place.—Because of the qualities, and because of the joy of conquest developed through ages of triumph over unfriendly environment, the blonde loves to rule. He is inclined to be dominating. He loves to handle and manage large affairs and come in contact with life at as many points as possible.

Social Qualities.—Because of his exuberant health, his splendid circulation and his naturally optimistic, hopeful, courageous disposition, the blonde likes excitement, crowds, gaiety. He is a good mixer—makes acquaintances readily with all kinds of people. But, on account of his changeable nature, he is liable to be fickle.

Thus everywhere blondes push into the limelight, engage in politics, promote and build up great enterprises, sell, advertise, organize, colonize, create, and invent.

It is for this reason blondes are many in the ranks of royalty, nobility and aristocracy. This has been observed by many investigators. In the *Monthly Review* for August, 1901, Page 93, Havelock Ellis says:

Havelock Ellis on Blondes.—"It is clear that a high index of pigmentation, or an excess of fairness, prevails among the men of restless and ambitious temperament, the sanguine, energetic men, the men who easily dominate their fellows and who get on in life, and the men who recruit the aristocracy and who doubtless largely form the plutocracy. It is significant that the group of low-class men—artisans and peasants—and the men of religion, whose mission in life it is to preach resignation to a higher will, are both notably of dark complexion; while the men

Digitized by Google

of action thus tend to be fair, men of thought, it seems to me, show some tendency to be dark."

Dr. A. M. Hanson on Blondes.—On Pages 95 and 96 he says:

"It so happens that an interesting and acute psychological study of the fair and dark populations of Norway has lately been made by Dr. A. M. Hanson. This investigation has revealed differences even more marked between the fair and the dark than may easily be discovered in our own islands, and this is not surprising, since our racial elements have been more thoroughly mixed. The fair population, he tells us, is made up of the born aristocrats, active, outspoken, progressive, with a passion for freedom and independence, caring nothing for equality; the dark population is reserved and suspicious, very conservative, lacking in initiative, caring little for freedom, but with a passion for equality. The fair people are warlike, quarrelsome when drunk, and furnish, in proportion to numbers, three times as many men for the volunteer forces as the dark people; the latter, though brave sailors, abhor war, and are very religious, subscribing to foreign missions nearly three times as much per head as is furnished by fair people, who are inclined to be irreligious. The fair people value money and all that money can buy, while the dark people are indifferent to money. The reality of mental distinction is shown by the fact that a map of the proportion of conservative voters in elections to the Storthing exactly corresponds to an anthropological map of the country, the conservative majority being found in the dark and broad-headed districts. While, however, the fair population is the most irreligious and progres-

Digitized by Google

sive, the dark population is by no means behind in the production of intellect, and the region it inhabits has produced many eminent men."

In the same article, on page 97, he says:

"It may also be marked that the characteristics of the fair population are especially masculine qualities, while the characteristics of the dark population are more peculiarly feminine qualities; it so happens also that women, as is now beginning to be generally recognized by anthropologists, tend to be somewhat darker than men."

Lieutenant-Colonel Woodruff on Blondes.—On page 142, "The Effect of Tropical Light on White Men," Lieutenant-Colonel Woodruff quotes Ellis:

"'The fair man tends to be bold, energetic, restless, and domineering, not because he is fair, but because he belongs to an aboriginal fair stock of people who possess these qualities; while the dark man tends to be resigned and religious and imitative, yet highly intelligent, not because he is dark, but because he belongs to a dark stock possessing these characteristics.

"'While, however, the fair population is the most irreligious and progressive, the dark population is by no means behind in the production of intellect.'"

FAULTS AND WEAKNESSES OF BLONDES

The faults and weaknesses of the blonde are exactly such as might be expected.

Inclination to Overdo.—Since his health and vigor are so positive, and since he lacks in fear and therefore in caution, he is inclined to overtax himself, to attempt too much.

Digitized by Google

This applies also to his undertakings. His love of the game, his willingness to take a chance, his very optimism and hopefulness all tend to lead him into foolhardy daring. He is a natural-born speculator and gambler.

Changeableness.—Owing to his active, restless, variety-loving nature, the blonde is inclined to be changeable, scattering and irresponsible. His optimism and hopefulness make him all the more liable to these weaknesses. He is always expecting greater and better things just beyond or in another field of activity.

Impatience with Detail.—Since he likes to deal with large affairs, to organize and to create, the blonde is inclined to be impatient of detail, and therefore when detail is entrusted to him to neglect it or rush through it in a slovenly, haphazard manner.

Undependableness.—On account of his optimism, eagerness and aggressiveness, the blonde is liable to be impulsive and erratic, and therefore undependable.

Dominating Tendency.—The dominating qualities of the blonde are liable to excess, and it is by no means uncommon to find blondes in executive positions who are merciless drivers of men.

Drunkenness.—It is notorious that drunkenness is prevalent in England, Scotland, Ireland, America, Scandinavia and Russia which are inhabited by blondes and where whiskey, alcohol, brandy and vodka—the stronger liquors—are drunk.

The darker peoples of France, Italy and Spain consume more liquor per capita than the blondes of these Northern countries, but they drink it in the

Digitized by Google

form of lighter wines and take it constantly, so that there is very little drunkenness among them.

In other words, the blonde inclines to take strong liquor in large quantities at a time, thus causing drunkenness; the brunet to take light liquor in small quantities at a time but more frequently, thus escaping drunkenness.

EFFECT OF EXCESSIVE LIGHT ON BLONDES

As I have already pointed out, the blonde is out of his true environment in countries where there is an excess of sunlight, and suffers in many ways thereby.

Stimulation.—The first effect of too much light upon the blonde is stimulation; and we therefore find many blondes in England, America, Australia, New Zealand, South Africa, and in all tropical countries manifesting an extreme of all blonde qualities, both physical and mental.

As the result of this kind of stimulation, they are more changeable, more fickle, more erratic, more irresponsible, more impulsive, more inclined to drunkenness and excesses of every kind than the normal blonde.

Degeneracy.—After a few generations of exposure to excessive sunlight blonde stocks tend to exhaustion and degeneration, which makes them a prey to crime, poverty, drunkenness, insanity, sterility, tuberculosis, rheumatism, nervous disease, perversion and many other troubles resulting from exhaustion of nervous energy and vital forces.

The Degenerate Blonde.—The abnormal, degenerate blonde, instead of being a picture of exuberant

Digitized by Google

health and vigor like the normal blonde, is pasty of complexion, with dull, spiritless eyes, cold, clammy hands and feet, disordered nervous system and weak digestion.

Instead of being optimistic, hopeful and courageous, he is often pessimistic, cynical, and full of nervous fears.

Feeling the exhaustion of his nervous force, he is liable to form a drug habit.

Obesity.—Another result of the destructive power of light in the blonde is excessive obesity.

Physicians tell us that obesity is the result of nervous disorder, and Major Woodruff points out that this nervous disorder in the blonde is often due to excessive light.

The too stout blonde is often nervous, irritable, lazy, careless and slovenly.

Blondes Should Protect Themselves from Too Much Light.—Normal blondes suffer from headaches, neurasthenia and even fatal sunstroke if exposed to too much sunlight.

A word to the wise should be sufficient.

If men and women of light complexion, lacking the protection afforded by pigmentation, would profit by the example of the natives of the tropics, subtropics and other light countries and take every possible precaution against the destructive effects of ultra-violet rays, they would save themselves from much serious trouble.

The white clothing worn by white people in the tropics and in the summer time is good in that it reflects rather than absorbs heat and light; but it is much too permeable by short rays. I have seen white people in India tanned and freckled all over

Digitized by Google

their bodies, and even sunburned, by short rays penetrating their white garments.

The ordinary white straw hat worn by men and women in the summer time is also far too transparent.

The best means of protection for blondes are broad, low verandas around their houses, heavy, opaque shades at the windows, and dark headdress and clothing except in direct sunlight.

In direct sunlight the best results are obtained by white outer clothing and dark, opaque underclothing. If a white hat or helmet is worn, it should be lined with tin-foil or some other opaque material that will shut out the ultra-violet rays.

The direct *light* of the tropical sun shining down upon the bare head of a blonde for even a few minutes has more than once proved fatal.

In this connection, it is well to bear in mind that any white person, that is, person belonging to a white race, is a blonde compared to Negroes, Indians, Malays, Chinese and Japanese who inhabit the tropical, sub-tropical and most of the temperate zones.

Localities for Blondes.—White people living in the southern part of the North Temperate Zone or the northern part of the South Temperate Zone need to take a great many of the precautions I have mentioned. History and physiology agree that they cannot become acclimated in the sense that they can be indifferent to the fact that they are not living in the midst of the environment for which their type was evolved.

Nebraska, Kansas, Oklahoma, Texas, New

Digitized by Google

Mexico, Arizona, Nevada and California are now rapidly being populated by white people.

Studies I have made in these states indicate that already excessive light is having its destructive effect. I have seen many, many cases of nervous exhaustion throughout all this southwest.

Fallacy of Sunlight "Cures."—There has been so much of fallacy taught in regard to the curative effect of sunlight that thousands of invalids go to this part of the country for their health and for a time at least expose themselves, "soaking in the sunlight," as they call it.

The effect of sunlight being at first to stimulate, they are easily persuaded to imagine that they are being cured. But in how many cases disappointment has followed this early optimism the baggage men on eastbound trains know only too well.

Experience of a Blonde in Arizona.—During a visit to Seattle I met a gentleman of fine blonde type who told me this story:

"I have been a mining engineer for several years. I began the practice of my profession in the state of Washington and made rapid progress.

"Three years ago my employers sent me to Arizona.

"When I first reached there I was delighted with the climate—felt better than ever I had in my life. I sent for my wife and children and for my wife's mother, and was enthusiastically declaring, 'Arizona for me.'

"Within a very few months, however, I began to suffer from nervous exhaustion. This grew worse and worse, until I was confined to my bed with nerv-

Digitized by Google

ous prostration, which was generally supposed to be caused by over-work.

"I continued to grow worse, until I was practically insane, and my physician told my family that I could not recover.

"Suddenly one day, in my semi-delirium, I was struck with the notion that if I could only get away from that awful glare and dryness back to the Northwest, where there was soothing fog and rain, I would get well. I was obsessed with the idea that if I could only lie out where it would rain in my face I would be all right.

"When I talked to my wife and mother-in-law about it, they thought it was merely delirium. But I kept pleading with them to take me back where I could feel the rain in my face, until the doctor told them they might as well chance it as I would die where I was anyhow.

"They brought me back to Seattle, and when I felt the rain on my face I knew that I would get well."

Blondes in California.—I know a family of four girls, all of whom suffered terribly from nervous exhaustion in Southern California, one of them nearly dying in convulsions. They have all recovered since removing to a cooler and cloudier climate.

Chronic Headache from Exposure to Sun.—A friend of mine went without his hat for several summers for the sake, as he thought, of his health. He became a sufferer from chronic headache, which disappeared only when he learned its cause and protected his brain from the ultraviolet rays of the sun.

Madison Grant says: "Continuous sunlight affects adversely the delicate nervous organization of the Nordics (white race)."

Digitized by Google

CHARACTERISTICS OF BRUNETS

Just as the normal blonde is physically and mentally consistent with what might be expected of one of his evolution and history, so is the normal brunet.

By the normal brunet I mean a person in normal physical and mental condition, with dark skin, eyes, and hair. Irrespective of race, the more pigmentation in skin, eyes, and hair, the more typically will the person exhibit these characteristics.

Physical Negativeness.—Since the brunet was evolved in a kindlier climate than the blonde, less physical and mental positiveness was required of him and he has been able to survive without the exuberant health, vigor, intelligence, resourcefulness and aggressiveness required by the blonde.

Slowness.—His respiration, digestion, circulation and elimination are all slower and more moderate than in the blonde.

Smaller Size.—Since size has not been necessary for his survival, he does not incline to be so large as the blonde; nor is he so active, so quick, or in any way physically so positive.

The brunet requires less food, breathes less oxygen than the blonde.

Endurance.—Since all of the physical processes of the brunet are slower, he expends his energy less rapidly, and is therefore more enduring. He does not become ill so quickly, but is more subject to chronic diseases.

Caution and Conservatism.—Because his environment has not required it, and because of his negative physical nature, the brunet is not so bold, not so

Digitized by Google

aggressive, not so recklessly indifferent to consequences as the blonde.

Constancy.—For these reasons, and because his mode of life as well as his climate has tended to sameness, the brunet is more conservative, more constant than the blonde. He is inclined to resent, rather than seek, change and multiplicity of interests. He is therefore capable of greater concentration, perseverance, and painstaking care.

In keeping with all of these qualities, the brunet does not seek the limelight, the crowds, dominating position and excitement, but prefers a few friends well beloved, a quiet home, the affection of his family and pets, and an opportunity to enjoy the beauties of nature.

Thoughtfulness.—Because the brunet has not been compelled to give all of his time and energy to a struggle for life against harsh material conditions, he has evolved a tendency to introspection, to the development of science, philosophy, religions, mysteries and other products of metaphysical and spiritual activities.

Religion.—It is significant that Christianity, Buddhism, Confucianism, and Mohammedism—the four principal religions of the world—have their origin and their most devoted adherents among brunet people.

It is also significant that occultism, theosophy, New Thought and other systems of philosophy which deal chiefly with the unseen, spiritual world should have their origin and most of their adherents among brunet peoples.

Oriental Brunets and Occidental Blondes.—The difference between the Orient and the Occident is

Digitized by Google

very largely a difference between blondes and brunets.

It is typical of the Oriental brunet that he should incline to mysticism, occultism, psychism, meditation, self-denial and non-resistance, living on a meager diet and rather indifferent to material things.

It is also characteristic of the Occidental blonde that he should be materialistic, commercial, scientific, manufacturing, an organizer of trusts and combinations, a builder of railroads and empires, interested chiefly in the things he can see, hear, smell, taste and feel, and giving the unseen world but secondary consideration.

Patience and Specialization.—The brunet, having time at his disposal, has evolved patience, and with it a disposition for detail, for minute specialization.

Not having a genius for organization and government, he is usually perfectly willing to permit the domineering blonde to take this burden off his hands.

Submission to Authority.—To-day, wherever there is stable government, it is either in the hands or under the influence of blondes—white men.

Japan and China have advanced rapidly because their brunet titulary rulers have sufficient intelligence to call in blonde counselors, and to learn from the methods of blonde governments.

India is ruled by blonde England, as is Egypt.

Mexico and some of the South and Central American republics achieved whatever measure of stability they had under the rule of blonde Goths and descendants of Goths from Spain. Now that these white strains have been killed by excessive sunlight, some have become so unstable that some kind of white protectorate seems necessary.

Digitized by Google

Blonde and Brunet Criminals.—Prison statistics show that the blonde is most frequently guilty of crimes of passion and impulse, crimes arising from his gambling propensities and ill-considered promotion schemes; while the brunet is more likely to commit crimes of deliberation, specialization, detail, such as murder, counterfeiting, forgeries, conspiracy, etc.

Because the blonde is healthy, optimistic and naturally good-humored, he eliminates anger, hatred, melancholy, discouragement and all other negative feelings from his mind as easily as he eliminates waste products from his body.

Pessimism.—Because he is naturally slow, cautious, conservative and inclined to be serious and thoughtful, the brunet is far more liable to harbor resentment, to cherish a grudge, to plan revenge, to see the dark side of life, and often to be melancholy and pessimistic.

The same qualities that cause the blonde to be cheerful and optimistic when things go wrong give him a tendency to permit things, if they seem trifling to him, to go wrong.

Worry.—On the other hand, the same qualities that cause the brunet to be careful and painstaking with minute details also incline him to worry and grow despondent when trouble comes.

Law of Color.—In brief, according to his color, *the normal blonde has positive, dynamic, driving, aggressive, dominating, impatient, active, quick, hopeful, speculative, changeable and variety-loving characteristics; while the normal brunet has negative, static, conservative, imitative, submissive, cautious, painstaking, patient, plodding, slow, deliberate, serious, thoughtful, specializing characteristics.*

Digitized by Google

This is the law of color in human analysis.

In order that you may compare these characteristics, I have prepared a chart of them:

	Blonde	*Brunet*
Physical	Tall	Short
	Positive	Negative
	Vigorous	Skillful
	Energetic	Enduring
	Quick	Slow
	Positive Respiration	Negative Respiration
	Positive Circulation	Negative Circulation
	Positive Nutrition	Negative Nutrition
	Quick Elimination	Slow Elimination
	Robust Health	Moderate Health
	Acute Disease	Chronic Disease
	Loves Cold	Loves Warmth
	Loves Water	Loves Land
	Loves Activity	Loves Comfort
	Bold	Cautious
Intellectual	Creative	Imitative
	Inventive	Plodding
	Organizing	Administering
	Generalizing	Specializing
	Versatile	Intense
	Planning	Fond of Detail
	Material	Spiritual
	Imaginative	Meditative

	Blonde	*Brunet*
Psychical	Optimistic	Pessimistic
	Hopeful	Apprehensive
	Speculative	Conservative
	Dominating	Submissive
	Changeable	Constant
	Unstable	Dependable
	Quick to Anger	Slow to Anger
	Quick to Recover	Slow to Recover
	Resilient	Equable
	Impatient	Patient
	Social	Adhesive
	Aggressive	Persistent
	Loves Crowds	Loves Nature
	Loves Applause	Desires Affection
	Careless	Careful
	Responsive	Unresponsive
	Cold	Affectionate
	Forgiving	Vengeful
	Mild	Intense

Digitized by Google

Equality.—I have been asked, again and again, whether I consider blondes or brunets the more desirable. I have been reported, by some newspapers, as favoring blondes—by others as favoring brunets. It ought to be clear that *neither color is "better" than the other.* Let nothing appearing in this lesson be taken to mean that either is the superior of the other. Each *is* superior, however, *in his own function.*

Scale of Pigmentation.—Naturally the degree in which any individual manifests blonde characteristics depends upon how light is the color of his hair, eyes, and skin.

The less pigmentation in hair, eyes and skin, the more extreme do we find the blonde characteristics.

The more heavy the pigmentation in the hair, eyes and skin, the more extreme do we find the brunet characteristics.

For convenience in determining the degree of blondness or brunetness of an individual I have prepared a scale of pigmentation.

At zero on this scale I place the albino, who has no pigmentation and is the most unstable human compound known.

As I have pointed out, the albino is intensely sensitive to light. He is virtually blind in a bright light.

At 100 I place all of the dark races—Chinese, Malays, Japanese, Indians, American Indians, Eskimos, and Negroes. This classification is made because the scale of pigmentation here given is for the white race only. Another hundred-point scale of pigmentation could be devised for the dark races, beginning with the lightest colored Japanese, Indians

Digitized by Google

and Malays and running down through many gradations to the black, black Negro. Here is the scale:

0—Albino;

10—The flaxen hair, light blue or bluish white eyes, white or pale skin; also very light ash-colored hair, pale gray eyes and white skin;

20—Golden hair, blue eyes, pink skin; or light yellow hair, light gray eyes, and pale skin;

30—Red hair, blue or gray eyes, fair or freckled skin; or very light brown hair, blue or gray eyes, and fair skin;

40—Light brown hair; blue, gray or green eyes, and medium skin;

50—Medium brown hair, light brown, hazel, yellow or gray-green eyes, and medium skin;

60—Brown hair, brown eyes, and creamy skin;

70—Dark brown hair, dark brown eyes, and medium dark skin; also black hair, light brown or hazel eyes, and brunet skin;

80—Black hair, eyes so dark brown that they appear black, and brunet skin;

90—Black hair, black eyes, and golden yellow or olive skin.

100—The dark races.

On this scale all those from zero to 40 inclusive may be classed as blondes; all those from 60 to 100 inclusive as brunets. Those at 50 are medium. Those who are medium manifest a balance between the extreme blonde characteristics and the extreme brunet. In addition, there are what anthropologists call "disharmonic combinations." These have light eyes with dark hair, dark eyes with light hair, or other combinations of light and dark features. These manifest some blonde characteristics and some

Digitized by Google

brunet. A careful study of these mixed types is necessary, as they are perhaps amongst the hardest subjects to analyze. A great deal may be learned about them, however, by observing carefully the other variables.

APPLYING THE LAW OF COLOR

Laws of Nature Exact and Orderly.—The laws of nature are exact. They are consistent. They are uniform in their operation.

The laws of human heredity and environment are laws of nature.

The processes of evolution through which man has evolved are governed by laws of heredity and environment.

You are therefore justified in assuming that any given combination of heredity and environment which produces a blonde or a brunet will always produce the physical and mental characteristics in the blonde or brunet which we have seen naturally accompany his particular degree of pigmentation.

Do Not Admit Exceptions.—There is always a strong temptation to the beginning student of human nature to look for and admit exceptions.

Such a mental attitude is not only unscientific and contrary to the facts, but will inevitably lead the student into confusion and other serious troubles.

Of all those whom I have instructed in Character Analysis none have been so successful in the application of its principles as those who regarded them as reliable as the laws of anatomy and physiology.

A Good Rule of Practice.—For the beginner as

Digitized by Google

well as for the professional there is no better fundamental rule of practice than this:

The blonde is fond of variety, sensitive to short rays of light, hopeful, optimistic and eager.

The brunet is conservative, constant, less sensitive to sunlight, and serious.

The way the two types manifest these differences depends upon other variables.

Apparent Exceptions.—Casual, superficial observers and nearly all beginners will find plenty of apparent exceptions to these laws.

I have been told more times, I suppose, than I have hairs on my head of blondes who were conservative and brunets who were fickle.

The people who have told me these things have either said outright or inferred that their observation had utterly disproved and broken down the law I have stated in this lesson.

Whenever I have had an opportunity to investigate these cases, I have found, invariably, that either (1) there had been an error in judging color, or (2) an error in judging characteristics, or (3) pathological or abnormal conditions.

In applying the law of color, therefore, the student will be neither disconcerted nor confused by apparent contradictions.

Judgment.—In the first place, the student will be keenly alive to the fact that he is observing, weighing, reasoning about, and forming judgments concerning scientific data. He will therefore approach the subject with the scientific attitude of mind.

The essence of the applications of the Science of Character Analysis by the Observational Method is *judgment.* You are to form judgments regarding

Digitized by Google

the physical, mental and psychical traits of the people whom you study.

How Sound Judgment is Formed.—It is imperative that your judgments should be sound.

A sound judgment is formed:

First, by painstaking care in securing all of the pertinent facts;

Second, by careful verification of all the facts;

Third, by giving due weight, but not undue weight, to every fact;

Fourth, by reasoning logically from the facts to your conclusion.

Unsound Judgments.—It is clear from the foregoing:

That haste and superficiality of observation are liable to result in overlooking important facts, and therefore lead to unsound judgments;

That carelessness and mental laziness are liable to lead one to assume certain facts without sufficient verification, and thus result in unsound judgments.

That prejudice or personal bias is liable to cause one to place undue emphasis on some of the facts and not enough emphasis on others, thus resulting in conclusions not in accordance with the facts;

That inability or unwillingness to think, and think hard, to try every step in the process of reasoning, is liable to lead one into fallacies and consequent unsoundness of judgment.

Observation and Practice.—At this point it is of the utmost importance that the student of this science should get the truth firmly fixed in his mind that he cannot learn accurately and successfully to judge of human nature from books alone or even from this course alone.

Digitized by Google

It is necessary for the average student to take a shortcut and to learn his laws and principles from the organized and classified results of the observations of thousands of investigators who have gone before him. But he can learn the practical application of those principles only by his own painstaking and repeated observations.

Begin with Extreme Types.—In applying the principles of Character Analysis with relation to color the student will find it an advantage to begin with the study of extreme types.

By careful observation of extreme blondes, of their degree of health, and of the kind and character of their illnesses, of their physical likes and dislikes, of their mental and physical habits, of the kind of work they do and their way of doing it, of their social qualities and experiences, of their conversation and behavior under many different kinds of circumstances, of their reaction to many different kinds of stimuli—in fact, everything observable and discoverable in regard to them—you will begin to have a clear mental picture of the typical, normal, extreme blonde.

When you find apparent contradictions in any of this class, do not become discouraged, but keep on studying them until you find out why. There is an adequate cause for every effect.

It is well in most cases to begin your observations with someone whom you know well, whose history you know, and with whose life and character you are definitely acquainted. Such a one may be your father or mother, your brother or sister, your wife or child, or yourself.

At the same time you are making your observa-

Digitized by Google

tions upon the extreme blonde type, make a similar study of the extreme brunet type.

Then compare the two types and trace in as many ways as you can the characteristic differences between them due to their differences in color.

In making these studies, keep to the scale of pigmentation for white races.

The probabilities are that your observations will be upon people occupying the middle points on the scale. Your extreme blonde is more likely than not to be 20 to 30; your extreme brunet 70 to 80.

If, however, you are studying Scandinavians, your extreme will be lower on the scale; if you are studying Southern Italians, your extremes higher.

To the superficial observer all Scandinavians seem to be blonde and all Southern Italians brunet; but as a matter of fact there are wide variations in color, with consequent variations in traits, among both Scandinavians and Southern Italians.

How to Study Medium Types.—Having made a thorough study of extreme types, you next begin a study of the modified types, taking great care to observe and analyze the ways in which they manifest the differences in character which accompany their differences in color.

In this way you will soon be able to form a color scale of your own and it will represent to you not merely a theory, not merely a classification of human beings as to their degree of pigmentation, but also concrete and definite variations in aptitudes and disposition.

In this way you will begin to make practical use of your knowledge of this science from the very outset.

Digitized by Google

ALL NINE FUNDAMENTALS MUST BE OBSERVED

During all of our discussion of color and all of your practical application of its principles we hope that you have had and will continue to hold in your mind the other eight variables, which have fully as important a bearing upon the analysis of human character as this one.

Perhaps as common and as disastrous a failing of the beginner as discouragement over apparent exceptions is the attempt to judge and explain the character of any individual wholly upon the one consideration of color.

Every Variable Important.—EVERYTHING *about a man indicates his character.* You will go far astray if you attempt to make a complete analysis of him while leaving out of account any one or more indications.

A Chemical Analogy.—Perhaps I can make this truth clear to you by the use of a chemical analogy.

A student of chemistry may learn all the characteristics of oxygen, carbon and hydrogen, but he may know nothing of the attributes of their combination in different proportions.

Just as all human beings exhibit combinations of nine variables, so all carbohydrates are combinations of oxygen, hydrogen and carbon.

Just as carbon, oxygen and hydrogen in one compound give us carbolic acid and in different proportions honey, so the variations of the nine fundamentals, combined in certain proportions, may indicate one man a degenerate thief and murderer and another man a patriotic and philanthropic citizen.

Digitized by Google

The analogy may be carried even further. Oxygen is a gas slightly heavier than air, colorless, odorless and tasteless. Hydrogen is also a gas very much lighter than air, colorless, odorless and tasteless. Carbon is a solid, and usually hard, dense and black.

None of the characteristics of any of these three elements are to be found in butter, molasses, asperin, or oil of peppermint. Yet these three, and these three only, are in the substances named.

In a similar way, combinations of the nine fundamentals of human character in different proportions yield characteristics not indicated by any of the nine.

How Indications May be Combined.—For example, a man's honesty, his disposition to loyalty, his industry, his carefulness, his conscientious accuracy, and many other such qualities cannot be determined by an observation of any one of the nine variables alone, but can be unerringly appraised by a careful observation and analysis of the proportion in which the qualities indicated by the nine are combined.

It is abundantly clear, from the foregoing, that the character analyst who attempts to judge of the qualifications of a person merely because he is of fine texture and blonde complexion goes as far wrong as a chemist who analyzes a carbohydrate quantitatively for carbon and hydrogen but neglects to do more than determine the presence of oxygen.

Camphor and olive oil have approximately the same proportion of carbon and hydrogen, but merely because of a slight difference in proportion of oxygen and in the manner of their combination one is aromatic, strong to the taste and poisonous; the other is mild, soothing and nourishing.

Digitized by Google

So two men may resemble each other in texture, size, form, color and consistency, but on account of differences in proportion, expression and condition one will be lazy, shiftless, careless, irresponsible, and the other a successful financier.

Digitized by Google

Digitized by Google

LESSON TWO

REVIEW QUESTIONS FOR SELF QUIZ ONLY

(NOTE: These questions are given to check yourself up to see how thoroughly you have mastered the lesson. Answers are not to be sent to the author or the publisher.)

I. What is the immediate cause of difference in color among human beings?

II. What is the cause of pigmentation?

III. What traits of character were evolved in man along with the evolution of blondness?

IV. What are the immediate and the final effects of excessive sunlight upon white men?

V. Name the traits of character evolved along with dark color.

VI. Name seven physical and seven mental characteristics of the blonde.

VII. Name seven mental and seven physical characteristics of the brunet.

VIII. State the law of color.

IX. Give the scale of pigmentation.

X. Are you going to make your first color observations on extreme or medium types? Why?

Digitized by Google

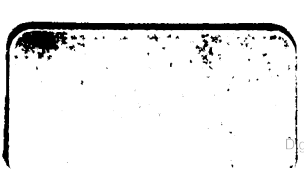
Digitized by Google

Digitized by Google

Digitized by Google

COUNTWAY LIBRARY
HC 1HMZ I

t. 906
Character analysis by the obser1906
Countway Library BDV7145
3 2044 045 534 534



Digitized by Google

L. 906
Character analysis by the obser1920
Countway Library BDV7145
3 2044 045 534 534

Digitized by Google